**Questions received on the MOHCD 180 Jones St RFQ by March 29, 2019.**

Received on March 19, 2019:

1. Question: With reference to the Minimum Development Team Characteristics, is MOHCD requiring the non-profit to be San Francisco-based?  We own and operate an affordable property in San Francisco, we also have experience developing and operating permanently supportive housing, but we’re based outside of San Francisco. Do we meet the minimum threshold requirement?

Answer: Yes. The proposed Development Team must include at least one San Francisco-based non-profit development entity as sole developer or joint-venture partner, defined as a nonprofit organization whose mission includes the development of affordable housing in low-income communities, with experience developing housing for the proposed target population in San Francisco (p. 8 Section IV.B.1). If your organization were to joint-venture with a San Francisco-based non-profit development entity, the Development Team would meet this part of the minimum development team characteristic.

Questions received at pre-submission conference meeting on March 22, 2019:

1. Question: What is the considered “completed” of a Qualifying Project to meet the Minimum Development Experience (p. 9 Section IV.B.2.a)? When the project receives Temporary Certificate of Occupancy? Receives Form 8609?

Answer: The definition of “completed” of a Qualifying Project to meet the Minimum Development Experience means having received Temporary Certificate of Occupancy by the date of issuance of the RFQ.

1. Question: How much of the $13,950,000 of the 180 Jones Funds will be made available for predevelopment funding?

Answer: $1,500,000. As part of the land transfer from the Seller to the City a few weeks ago, we received $1,500,000 from the seller, which will be made available to the Selected Developer for predevelopment funds. We understand these days that $1,500,000 may not be enough to get a project to construction, so if necessary, a second predevelopment loan may be permitted to be approved during the predevelopment phase. The remaining $12,450,000 will be paid to MOHCD upon achievement of Temporary Certificate of Occupancy at 950 Market Street (p. 6 Section III.A).

1. Question: When is the 950 Market St project expected to receive Temporary Certificate of Occupancy to pay the remaining balance of $12,450,000 as part of the 180 Jones Funds?

Answer: This is currently estimated for San Francisco’s Fiscal Year of 2020-2021 (July 1st, 2020 - June 30, 2021), specifically sometime in Quarter 1 of 2021.

1. Question: Are we to assume that if you meet the minimum qualifications, you will be offered an interview?

Answer: Correct. However, MOHCD reserves the right to not conduct an interview if only one Respondent submittal is received.

1. Question: You mentioned the Project is expected to be built as a mid-rise construction, under 75-feet. Is the Project looking to take advantage of SB-35, along with the local or state Density Bonus Program?

Answer: The Site development is expected to qualify for ministerial approvals from the Planning Department through SB35, which may be used in conjunction with the State Density Bonus Program or the Affordable Housing Density Bonus Program (p. 7 Section III.C). It’s anticipated that the Project be built as a mid-rise construction based on the local subsidy amount available for the Project. However, Respondents are welcome to describe how they would achieve to build a high-rise Type I construction project in a cost effective way, if it is what the Developer envisions for the project.

1. Question: For the service provision section, what kind of assumptions is MOHCD making with respect to the credibility of the funding stream that a service provider would identify in order to fulfil the service obligations that would be identified in the submittal?

Answer: It depends on what type of services that are being proposed for the Project. For example, if the Respondent assumes utilizing the City’s Local Operating Subsidy Program (LOSP) for operating housing for homeless households referred from the ONE system, MOHCD assumes a Department of Homelessness and Supportive Housing (HSH) contract would be made available to fund services at the appropriate Tier level for the proposed target population. HSH will fund services provided to applicants referred by HSH. The amount of funding for those services will be based on a number of criteria.

Nevertheless, we would rely on what we hear from the service provider about the viability of the services funding stream described in their submittal. The Respondent is not required to include a financial plan for services, but rather a description on how the service provider would make a decision to serve the proposed target population. This includes describing how the service provider would approach securing services funding to help service the proposed target population.

1. Question: If the Respondent in fact assumes securing services funding through a HSH contract, is the assumption that the service provider has already been prequalified with HSH to enter into a contract with HSH?

Answer: The service provider does not need to be preapproved by HSH. However, HSH reserves the right to enter into a service contract with an appropriate service provider for the Project. HSH will be represented on the selection panel who will assess the quality and content of the proposed service provision and provider as part of the overall review.

Received on March 28, 2019:

1. Question: The RFQ says that a team must have at least 1 Qualifying Project completed in the last 8 years in San Francisco to meet the Minimum Development Experience. For the additional 3 Qualifying Projects that can be submitted as part of the Development Team Experience, can the Qualifying Projects look back longer than 8 years?

Answer: Yes. The Qualifying Projects submitted to meet the Minimum Ownership, Property Management and Service Provision Experience can be completed more than 8 years ago, but needs to meet the minimum threshold requirements stated in the respected categories.

1. Question: If we submit a Qualifying Project that met the requirements in all four Minimum Development Team Experience categories, would the additional 3 Qualifying Projects that can be submitted as part of the Development Team Experience score well if it is not located in the Tenderloin neighborhood, but met all the other experience requirements?

Answer: The Qualifying Projects will not be scored as part of the RFQ. The Qualifying Projects are to help identify if the proposed Development Team meets the Minimum Development Team Experience stated in Section IV.B of the RFQ. Respondents must meet the minimum development team characteristics, experience, and capacity requirements in order to qualify to be scored and ranked under this RFQ (p. 8 Section IV.B).

For the Experience category in the scoring criteria, please note that Respondents are not limited to discussing about the Qualifying Project(s) (p.13 Section IV.C.1). Respondents should describe their experience completing successful development projects and working in the Tenderloin neighborhood in which the Project is based.

1. Question: Could a project under construction and scheduled for Temporary Certificate of Occupancy in April/May 2019 count as a Qualifying Project to meet the Minimum Development Experience? Could a project be completed, leased up, but not yet converted to permanent financing meet the Minimum Development Experience criteria?

Answer: No, the definition of “completed” of a Qualifying Project to meet the Minimum Development Experience means having received Temporary Certificate of Occupancy by the date of issuance of the RFQ. See Question #2 & Answer on page 1. However, a project completed, leased up, but not yet converted to permanent financing will meet the Minimum Development Experience criteria.

1. Question: Could a project serving homeless seniors be seen as a Qualifying Project to meet the Minimum Development Team Experience categories if the proposed target population includes homeless individuals, but are not age restricted?

Answer: Yes. Homeless seniors are considered homeless residents under this RFQ and will qualify to meet the Respondent’s minimum development team experience if the Respondents proposed target population includes homeless individuals, but are not age restricted. Respondents must document their experience with the proposed target population in San Francisco as part of their minimum development team experience (p. 8 Section IV.B.2).

1. Question: It says that the Qualifying Project to meet the Minimum Property Management and Services Provision Experience doesn’t have to be Type 1 Construction type. Does the Qualifying Projects to meet these two experience categories have to be new construction or can a rehabilitation project be considered?

Answer: The Qualifying Project to meet the Minimum Property Management and Service Provision Experience does not have to be Type I construction type, but must be new construction (p. 9 Section IV.B.2). Rehabilitation projects will not qualify as a Qualifying Project to meet the Minimum Development Team Experience categories.